

BUYERS' DAYS: B2B programme for the textile sector

*Milan and Biella
(27th - 28th February 2025)*

COMPANY PROFILE N.1

Company name	Kjellerup Væveri
Address	Hovedgaden 54
Zip code, City, Country	4654 Faxe Ladeplads - DENMARK
Website	www.kjellerupvaeveri.dk
Date of establishment of the company	1959
Number of employees in 2024	9
Delegate that will attend the b2b event:	Position in the company: Head of design (Weave and Knit) Spoken Languages: English Geographic areas covered by the company: Europe, Japan
Please indicate if you are:	<input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input type="checkbox"/> importer <input type="checkbox"/> wholesaler <input type="checkbox"/> fabrics producer <input type="checkbox"/> apparel manufacturer <input type="checkbox"/> fashion designer <input type="checkbox"/> e-shop <input type="checkbox"/> fashion brand <input checked="" type="checkbox"/> Producer of upholstery fabrics

<p>Activity description: (Please indicate your core business)</p>	<p>Woven Upholstery and Curtain Fabrics</p>
<p>Turnover in 2024:</p>	<p>5,6 mill Dkr.</p>
<p>Please indicate if you have already worked with any Italian company. If yes, which ones?</p>	<p>Filatura C4</p>
<p>Please indicate the products you are most interested in:</p>	<p><input checked="" type="checkbox"/> Yarns for weaving</p> <p><input type="checkbox"/> Yarns for knitting</p> <p><input type="checkbox"/> Technical yarns</p> <p><input type="checkbox"/> Fabrics for women's fashion</p> <p><input type="checkbox"/> Fabrics for men's fashion</p> <p><input type="checkbox"/> Leather fabrics</p> <p><input type="checkbox"/> Home textile</p> <p><input type="checkbox"/> Fashion accessories (bottons, trimmings, elastic ribbons, etc....) - Please specify which kind of accessories you are interested in:</p> <p><input type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion</p> <p><input checked="" type="checkbox"/> Other products (please specify which ones): <u>Gots certified wool yarns</u></p>
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>At Kjllerup Væveri we have a close relationship to our customers, so we are always working on projects + developing the company collection of wovenf upholstery textile and curtains.</p>

COMPANY PROFILE N.2

Company name	LYKKE KJAER
Address	
Zip code, City, Country	Copenhagen - DENMARK
Website	www.lykkekjaer.dk
Date of establishment of the company	2018
Number of employees in 2024	1
Delegate that will attend the b2b event:	Position in the company: Owner & Textile designer Spoken Languages: English Geographic areas covered by the company: Denmark
Please indicate if you are:	<input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input type="checkbox"/> importer <input type="checkbox"/> wholesaler <input type="checkbox"/> fabrics producer <input type="checkbox"/> apparel manufacturer <input type="checkbox"/> fashion designer <input type="checkbox"/> e-shop <input checked="" type="checkbox"/> fashion brand <input type="checkbox"/> Other, please specify: <hr/>
Activity description: (Please indicate your core business)	Brand specialized in knitwear and fashion accessories for women
Turnover in EURO 2024:	-
Please indicate if you have already worked with any Italian company. If yes, which ones?	-

<p>Please indicate the products you are most interested in:</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Yarns for weaving <input checked="" type="checkbox"/> Yarns for knitting <input type="checkbox"/> Technical yarns <input type="checkbox"/> Fabrics for women's fashion <input type="checkbox"/> Fabrics for men's fashion <input type="checkbox"/> Leather fabrics <input type="checkbox"/> Home textile <input type="checkbox"/> Fashion accessories (bottons, trimmings, elastic ribbons, etc....) - Please specify which kind of accessories you are interested in: <input type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion <input checked="" type="checkbox"/> Other products (please specify which ones): <u>Gots certified cotton, linen etc. for knitwear</u>
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>-</p>

COMPANY PROFILE N.3

Company name	Johnstons of Elgin
Address	Johnstons of Elgin, Newmill, Elgin, Moray
Zip code, City, Country	IV30 4AF, Scotland - UNITED KINGDOM
Website	www.johnstonsofelgin.com
Date of establishment of the company	1797
Number of employees in 2024	1000+
Delegate that will attend the b2b event:	Position in the company: Purchasing Coordinator, Yarn & External Commission Spoken Languages: English Geographic areas covered by the company: The United Kingdom, France, China
Please indicate if you are:	<input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input checked="" type="checkbox"/> importer <input type="checkbox"/> wholesaler <input type="checkbox"/> fabrics producer <input checked="" type="checkbox"/> apparel manufacturer <input type="checkbox"/> fashion designer <input type="checkbox"/> e-shop <input checked="" type="checkbox"/> fashion brand <input type="checkbox"/> Other, please specify: <hr/>
Activity description: (Please indicate your core business)	We are a vertical mill, we buy fibre, we buy yarn, we spin yarn, De weave and do tailoring finishing, have our own brand and also work for other brands
Turnover in EURO 2024:	Close to £100ml

<p>Please indicate if you have already worked with any Italian company. If yes, which ones?</p>	<p>Yes: Lacfimi, Buratti, Bertoglio, Carriagi, Dorama, Azeta, Garfintex, Ûotto Giuseppe etc (just to name a few)</p>
<p>Please indicate the products you are most interested in:</p>	<p><input checked="" type="checkbox"/> Yarns for weaving</p> <p><input type="checkbox"/> Yarns for knitting</p> <p><input type="checkbox"/> Technical yarns</p> <p><input type="checkbox"/> Fabrics for women's fashion</p> <p><input type="checkbox"/> Fabrics for men's fashion</p> <p><input type="checkbox"/> Leather fabrics</p> <p><input type="checkbox"/> Home textile</p> <p><input type="checkbox"/> Fashion accessories (bottons, trimmings, elastic ribbons, etc....) - Please specify which kind of accessories you are interested in:</p> <p><input type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion</p> <p><input type="checkbox"/> Other products (please specify which ones):</p>
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>-</p>

COMPANY PROFILE N.4

Company name	Stephen Walters (Sudbury Silk Mills)
Address	Cornard Rd.
Zip code, City, Country	CO10 2XB Sudbury, Suffolk, UK
Website	http://stephenwalters.co.uk - https://sudburysilkmills.co.uk/
Date of establishment of the company	1720
Number of employees in 2024	104
Delegate that will attend the b2b event:	Position in the company: Materials Manager Spoken Languages: English Geographic areas covered by the company: Global
Please indicate if you are:	<input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input type="checkbox"/> importer <input type="checkbox"/> wholesaler <input checked="" type="checkbox"/> fabrics producer <input type="checkbox"/> apparel manufacturer <input type="checkbox"/> fashion designer <input type="checkbox"/> e-shop <input type="checkbox"/> fashion brand <input type="checkbox"/> Other, please specify: <hr/>
Activity description: (Please indicate your core business)	Manufacturers of woven fabrics serving luxury brands in the apparel and furnishing sectors, specialising in jacquard woven fabric. Vertical production model from dyeing of yarns through to finishing and inspection of final fabric onsite.
Turnover in EURO 2024:	Euro 5.8mill
Please indicate if you have already worked with any Italian company. If yes, which ones?	Ongetta, Torcitura di asso, Filanda f.lii Serlini, Carlo Giamminola, Filati Buratti, Monticolor, Tintoria Sala, Ilaria manifattura Lane, Cariaggi, Linificio e Canapificio nazionale, Fibram, Cofil filati, CREAMIL INTERNATIONAL, Biella by Sudwolle, Tessimenti e Orditi tinti etc...

<p>Please indicate the products you are most interested in:</p>	<p><input checked="" type="checkbox"/> Yarns for weaving</p> <p><input type="checkbox"/> Yarns for knitting</p> <p><input checked="" type="checkbox"/> Technical yarns (yarns with higher strength most of all for contract use, waterproof, fireproof, antimicrobial yarns, innovative yarns etc)</p> <p><input type="checkbox"/> Fabrics for women's fashion</p> <p><input type="checkbox"/> Fabrics for men's fashion</p> <p><input type="checkbox"/> Leather fabrics</p> <p><input type="checkbox"/> Home textile</p> <p><input type="checkbox"/> Fashion accessories (bottons, trimmings, elastic ribbons, etc....) - Please specify which kind of accessories you are interested in:</p> <p><input checked="" type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion</p> <p><input type="checkbox"/> Other products (please specify which ones):</p>
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>Generally looking at improving performance of yarns in end fabric (higher abrasion).</p>

COMPANY PROFILE N.5

Company name	K&H Annala Oy
Address	Lankilantie 104
Zip code, City, Country	62100 Lapua, FINLAND
Website	www.annala.fi
Date of establishment of the company	1917
Number of employees in 2024	10
Delegate that will attend the b2b event:	Position in the company: Owner & CEO Spoken Languages: English, Finnish Geographic areas covered by the company: Finland, starting exporting
Please indicate if you are:	<input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input type="checkbox"/> importer <input type="checkbox"/> wholesaler <input checked="" type="checkbox"/> fabrics producer <input type="checkbox"/> knitwear manufacturer <input type="checkbox"/> fashion designer <input checked="" type="checkbox"/> e-shop <input type="checkbox"/> fashion brand <input type="checkbox"/> Other, please specify: <hr/>
Activity description: (Please indicate your core business)	Annala has been producing high quality fabric for home and industrial use over 60 years. Annala, currently ran by Hanna-Maria Kortesoja, is a fourth generation, family owned business that continues to focus on superior quality, advancement in efficiency, employee growth and customer service. The clientele of Annala include upholsterers, furniture factories, boat – and automotive industries, hotels, public spaces and ordinary homes and lately also defence industry.
Turnover in EURO 2024:	~0,7M€

<p>Please indicate if you have already worked with any Italian company. If yes, which ones?</p>	<p>Giorgini Silvano Filati spa Filivivi Srl Davifil Filatura C4 Tintoria filati Sala Srl Ilcat spa Arfil Torcitura Lei Tsu</p>
<p>Please indicate the products you are most interested in:</p>	<p><input checked="" type="checkbox"/> Yarns for weaving <input type="checkbox"/> Yarns for knitting <input checked="" type="checkbox"/> Technical yarns <input type="checkbox"/> Fabrics for women's fashion <input type="checkbox"/> Fabrics for men's fashion <input type="checkbox"/> Leather fabrics <input type="checkbox"/> Home textile <input checked="" type="checkbox"/> Fashion accessories (bottons, trimmings, elastic ribbons, etc....) - Please specify which kind of accessories you are interested in: <u>Trimmings for cushions</u> <input type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion <input type="checkbox"/> Other products (please specify which ones):</p>
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>We are participating at Proposte this year at May with our own stand. As a small producer, we need stock program partners with small minimum quantities (50kg/color). We use as warp 330 dtex filaments as well as 40/2Nm (or close) yarns. For weft 3,5 to 5 chenille yarns, 50/3 cottons, 6,3/2Nm-28/2Nm wools, fancy yarns vary a lot</p>

COMPANY PROFILE N.6

Company name	Lapuan Kankurit Oy
Address	Tervaspuuntie 1,
Zip code, City, Country	62100 Lapua, Finland
Website	https://www.lapuankankurit.fi/
Date of establishment of the company	1973
Number of employees in 2024	36
Delegate that will attend the b2b event:	Position in the company: Project coordinator Spoken Languages: English Geographic areas covered by the company: Finland and Lithuania
Please indicate if you are:	<input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input type="checkbox"/> importer <input type="checkbox"/> wholesaler <input checked="" type="checkbox"/> fabrics producer <input type="checkbox"/> apparel manufacturer <input checked="" type="checkbox"/> home textile producer <input type="checkbox"/> e-shop <input type="checkbox"/> fashion brand <input type="checkbox"/> Other, please specify: <hr/>
Activity description: (Please indicate your core business)	Home textile manufacturing, concentrated on linen and wool textiles
Turnover in EURO 2024:	6.5 m
Please indicate if you have already worked with any Italian company. If yes, which ones?	Filivivi, Linificio e Canapificio Nazionale

<p>Please indicate the products you are most interested in:</p>	<ul style="list-style-type: none"> <input checked="" type="checkbox"/> Yarns for weaving <input checked="" type="checkbox"/> Yarns for knitting <input checked="" type="checkbox"/> Recycled yarns <input checked="" type="checkbox"/> Carding machines <input type="checkbox"/> Technical yarns <input type="checkbox"/> Fabrics for women's fashion <input type="checkbox"/> Fabrics for men's fashion <input type="checkbox"/> Leather fabrics <input type="checkbox"/> Home textile <input checked="" type="checkbox"/> Fashion accessories (bottons, trimmings, elastic ribbons, etc....) - Please specify which kind of accessories you are interested in: <u>Ribbons</u> <input checked="" type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion <input checked="" type="checkbox"/> Solutions for recycling textile waste
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>DPP implementation and overall traceability improvements. We are looking for new materials in wool and linen yarns. We have also projects concerning dying.</p>

COMPANY PROFILE N.7

Company name	Frisbæk ApS (Mansted Knitwear)
Address	Naverland 22A
Zip code, City, Country	2600 Glostrup, Denmark
Website	https://mansted.dk/
Date of establishment of the company	2003
Number of employees in 2024	12
Delegate that will attend the b2b event:	Position in the company: Manager & owner Spoken Languages: Danish, English, German Geographic areas covered by the company: Europe, Canada, Australia
Please indicate if you are:	<input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input type="checkbox"/> importer <input checked="" type="checkbox"/> wholesaler <input type="checkbox"/> fabrics producer <input checked="" type="checkbox"/> knitwear manufacturer <input type="checkbox"/> fashion designer <input checked="" type="checkbox"/> e-shop <input type="checkbox"/> Other, please specify: <hr/>
Activity description: (Please indicate your core business)	We are developing our brand Mansted in our design studio in Copenhagen. Sellin via agenhts in Europe,Canada, Australia. Distributing and handling our organisation from our address in Glostrup. We are producing in China and Turkey and are looking for production in Europe (Italy or Portugal).
Turnover in EURO 2024:	>4 mill EUR
Please indicate if you have already worked with any Italian company. If yes, which ones?	I have worked with Italy before but not in big scale.

<p>Please indicate the products you are most interested in:</p>	<ul style="list-style-type: none"> <input type="checkbox"/> Yarns for weaving <input checked="" type="checkbox"/> Yarns for knitting <input type="checkbox"/> Technical yarns <input type="checkbox"/> Fabrics for women's fashion <input type="checkbox"/> Fabrics for men's fashion <input type="checkbox"/> Leather fabrics <input type="checkbox"/> Home textile <input type="checkbox"/> Fashion accessories (bottons, trimmings, elastic ribbons, etc....) - Please specify which kind of accessories you are interested in: <input type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion <input type="checkbox"/> Other products (please specify which ones):
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>We are trying to move some of our production to Europe if possible. We are looking for a company specialized in knitwear production in Italy.</p>

COMPANY PROFILE N.8

Company name	Urban Aran
Address	Richmond Newtown Park Newtown Waterford
Zip code, City, Country	X91V1H2 - Ireland
Website	www.urbanaran.com
Date of establishment of the company	Nov 2018
Number of employees in 2024	3
Delegate that will attend the b2b event:	Position in the company: Owner Spoken Languages: English Geographic areas covered by the company: Ireland/UK/US/Holland
Please indicate if you are:	<input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input type="checkbox"/> importer <input type="checkbox"/> wholesaler <input type="checkbox"/> fabrics producer <input type="checkbox"/> apparel manufacturer <input checked="" type="checkbox"/> fashion designer <input type="checkbox"/> e-shop <input type="checkbox"/> fashion brand <input type="checkbox"/> Other, please specify: <hr/>
Activity description: (Please indicate your core business)	Fashion knitwear since 2022. Homewares for commercial use in the luxury hotel industry.
Turnover in EURO 2024 or 2023:	200K but growing steadily

<p>Please indicate if you have already worked with any Italian company. If yes, which ones?</p>	<p>Lanercadate Baruffa</p>
<p>Please indicate the products you are most interested in:</p>	<p><input type="checkbox"/> Yarns for weaving <input checked="" type="checkbox"/> Yarns for knitting <input checked="" type="checkbox"/> Technical yarns <input type="checkbox"/> Fabrics for women's fashion <input type="checkbox"/> Fabrics for men's fashion <input type="checkbox"/> Leather fabrics <input checked="" type="checkbox"/> Home textile <input checked="" type="checkbox"/> Fashion accessories : <u>bottons, trimmings for apparel</u> <input checked="" type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion <input type="checkbox"/> Other products (please specify which ones): </p>
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>Hotel blanket projects are important to my business. I need to understand suitable yarns and fabrics and manufacturers.</p> <p>As discussed luxury knitwear manufacturers. I use mainly pure fine merino in fashion but I would like to explore other knitwear like soft mohair, marled luxury yarns and organic cottons or tencel sustainable viscose and lurex.</p>

COMPANY PROFILE N.9

Company name	Laura Chambers
Address	30 Raymond St
Zip code, City, Country	Dublin 8, D08N4C4 - Ireland
Website	www.laura-chambers.com
Date of establishment of the company	2020
Number of employees in 2024	2
Delegate that will attend the b2b event:	<p>Position in the company: Owner Spoken Languages: English and German Geographic areas covered by the company: We sell mainly in Ireland but also to customers in Europe, Singapore and USA</p>
Please indicate if you are:	<p> <input type="checkbox"/> retailer <input type="checkbox"/> agent <input type="checkbox"/> distributor <input type="checkbox"/> importer <input type="checkbox"/> wholesaler <input type="checkbox"/> fabrics producer <input type="checkbox"/> apparel manufacturer <input type="checkbox"/> fashion designer <input checked="" type="checkbox"/> e-shop <input type="checkbox"/> fashion brand <input type="checkbox"/> Other, please specify: _____ </p>

<p>Activity description: (Please indicate your core business)</p>	<p>We are a small online store currently but looking to now start going into retail stores or perhaps our own stand alone store. We have been trading successfully for 5 years. Everything is hand loomed here in Dublin using 100% cashmere from Cariaggi and Todd and Duncan. We sell mainly cashmere hats, scarves and sweaters here in Ireland. We have gained a strong reputation and are frequently featured in the leading magazines and newspapers here.</p> <p>We are at a stage where we are now looking to move some of our production to Europe in order to grow the business as we are currently limited which production in terms of design options etc. We are also looking for new cashmere mills to work with in order to broaden the scale of options for yarns we use. We are looking to introduce trimmings to our designs so would be interested to meet with trimming companies.</p>
<p>Turnover in EURO 2024 or 2023:</p>	<p>€100,000</p>
<p>Please indicate if you have already worked with any Italian company. If yes, which ones?</p>	<p>Cariaggi and Loro Piana</p>
<p>Please indicate the products you are most interested in:</p>	<p><input type="checkbox"/> Yarns for weaving</p> <p><input checked="" type="checkbox"/> Yarns for knitting</p> <p><input type="checkbox"/> Technical yarns</p> <p><input checked="" type="checkbox"/> Fabrics for women's fashion</p> <p><input type="checkbox"/> Fabrics for men's fashion</p> <p><input type="checkbox"/> Leather fabrics</p> <p><input type="checkbox"/> Home textile</p> <p><input checked="" type="checkbox"/> Fashion accessories: <u>Buttons, trimmings</u></p> <p><input checked="" type="checkbox"/> Dyeing, Finishing and sustainable treatments for fashion</p>
<p>Please indicate if you have new business projects that are not mentioned in your website</p>	<p>We are interested in growing our product range to include cashmere blankets and socks for AW25 and exploring the option of selling to hotels throughout Ireland with our new products.</p>